

NEW YORK THE FUR MART FOR WORLD AT PRESENT

Opening of Auction at Masonic Temple Produces Astounding Sales—England's Domination of Fur Industry Changed Since War.

Making New York the official centre for the world's fur trade means more in these times of conflict abroad than is seen by the layman on the surface. To him it only means that prices for the lining of his coat, the fur for the chauffeur and trimmings, neck pieces, muffs, coats, &c., for the woman, will in future be bought here instead of abroad by the manufacturer and retailer. But further than this it means the manufacture of some of our own artists' brushes now coming from abroad plus duty. Kollinsky, for instance, that fur which at the beginning of the season sounded like some poor animal afflicted with a human East Side name, but upon inquiry was found to exist as a prowler of Russian territory, in size little larger than a rat, has the finest of fine hairs at the tip of its tail, and from these are manufactured the finest of fine "camel hair" (as they are generally known) brushes. American buyers procuring these skins abroad will tell of receiving their consignment with the tips of the tails missing, and no discount, and that it takes a connoisseur to discover when the pelts come home leaving their tails behind them. It probably also means lower prices for American furs, which, heretofore, have been shipped to London and sold there to be brought back to America by the buyers sent over for that purpose by their firms.

The first auction sale of the New York Fur Sales Corporation was held in Masonic Temple, Sixth avenue and Twenty-third street, on January 25, when \$300,000 worth of skins were sold at the opening to manufacturers and big local fur dealers. The buyers came from every large city in the United States and Canada, just as they have heretofore gone abroad to attend these sales. About \$75,000 separate skins, almost all of American and Canadian skins, valued wholesale at more than \$1,250,000, were included in this first New York auction. The best price realized for a silver fox skin, of which there were ninety-seven, was \$410. Cross fox skins averaged \$17 apiece for the best, while blue fox skins brought \$85. Beaver skins brought \$17.50 apiece in lots of from seventy-four skins. The packages contained in all 5,255 skins. All skins were disposed of in the three days auction. Until the war changed the situation England dominated the fur trade and American dealers or middlemen, as they

are known, the men who act between the trapper and the retailer, sent their pelts to London to be disposed of to American and other merchants.

Upward of \$12,000,000 worth of skins were auctioned at the great London market each year. There the price was fixed by the arbitrary dictum of the English fur magnates. If London said a No. 1 muskrat skin was worth 20 cents, 20 cents became the price all over the world. Now New York will dictate prices.

In the period of English domination two-thirds of the skins auctioned went to Germany, where they were scientifically prepared or manufactured, many of them being reshipped from Germany to Russia and the Balkans. About one-third of the skins were returned to America, their prices fixed. But now there is no German patronage. American dealers decline to go to the British market. They have not the once secure feeling as to the safety of their financial relations. They prefer to trade at home, to set up a big market right here in New York and patronize it.

It was in recognition of this trend of feeling that the New York Fur Auction Sales Corporation was organized. The men who built it up are Charles S. Porter, president; David Steiner and O. Godfrey Becker, vice-presidents; Edward M. Spear, treasurer; and Stephen Brooks Rosenthal, secretary.

STUDENTS TO JOIN MILITIA.

Battalion May Be Organized at Buffalo University.

BUFFALO, Jan. 28.—Future doctors, lawyers, dental surgeons and other students of the University of Buffalo, getting in line with the spirit of preparedness that is sweeping the country, will shortly shoulder rifles and don the fighting clothes of Uncle Sam as enlisted soldiers of the Sixty-fifth Regiment providing the plans of several scores of the student body of the big college are pushed through to a successful conclusion.

Col. C. E. P. Babcock, commanding the Sixty-fifth Infantry, has discussed the plans in detail with a delegation of the students and has announced that he intends to support the idea and cooperate with the men in every way in making the movement a success. In this work he will have the aid of every officer in his regiment.

The college men have gone at the matter impressively. Their service is to be no thirty-day business men's

camp. Instead they will enlist in the regiment, subjecting themselves to the general military law of the State in every way.

It was the original plan to form one company, which aside from the officers in the first instance, would be composed entirely of university students. Col. Babcock agreed that if a sufficient number should enlist a company would be turned over to them, enlistment in which would be entirely filled by students. However, the idea has gathered such force that there is now talk of having more than one such company, and some enthusiasts go even so far as to predict a full university battalion. Whatever organization is filled will be known as the university contingent, but will be regularly a part of the regiment.

PROSPERITY NUGGETS.

"Wholesale trade in spring goods," according to *Bradstreet's*, "opening earlier than usual, is satisfactory. Prices for commodities are very high while rates for money are exceptionally low, and the outlook for thriving business is such as to evoke but few dissenting notes. Scarcity of this or that product as well as of labor is plainly in evidence, and it is equally certain that stocks of merchandise over a wide area of the country are exceptionally low, while the purchasing power of the masses, thanks to good wages and active employment, is at a high notch."

"Our commerce is spreading in every direction," says J. E. Rovensky, vice-president of the National Bank of Commerce in New York. "Our manufactured goods are becoming better

known the world over. American commerce and American banking have made tremendous strides during the past twelve months. Whether we maintain our present enviable position among the commercial nations of the world depends upon our ability to meet the new conditions that will arise with the return of peace."

"There is going to be a more enduring change for the better than the building industry has heretofore known," says Louis J. Horowitz, "for from this great clash of political

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change, and when he was well again he embraced an opportunity to go into the insurance business, which he left to go to the New York Stock Exchange house of Talbot J. Taylor & Co., where he stayed until its failure.

That firm was the headquarters of Mr. James R. Keene. Its head, Mr. Taylor, was Mr. Keene's son-in-law. Wall Street probably had never before known so skilful a stock market manipulator, or speculator, call it which you will, as Mr. Keene, and as one of this financial firm's lieutenants Mr. Ogden acquired an unsurpassable knowledge of the stock market business and an invaluable experience in Wall Street. Mr. Ogden was part and parcel of all the great stock market operations of Mr. Keene that made Wall Street history.

Mr. Ogden is now a member of the Stock Exchange house of F. B. Keech & Co. The enormous stock markets of the last year taxed his strength, as that of all the other personnel of the firm, to the limit, for the firm's business grew to enormous proportions and many a trip for golfing, shooting in the South and the like has in consequence had to be missed by Mr. Ogden this year. Incidentally, it may be remarked that few other houses have more customers in whom the pleasantest memories are stirred by such mention as Bethlehem Steel, General Motors, Studebaker, Willys-Overland and the like.

The firm maintains a branch at Bar Harbor, where Mr. Ogden also has a summer cottage. His wife was Miss Adelaide Watson of Philadelphia. She was married to Horace Porter, a son of Gen. Horace Porter, who died from typhoid fever shortly after his marriage. Mr. and Mrs. Ogden have a daughter,

creeds overseas we are in a fair way to inherit a commercial, industrial and financial leadership which, properly handled, will keep all of our industries busier than they have ever been before."

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John Routh Ogden, identified for more than thirty years with banking and the stock brokerage business of New York, is both Southerner and Northerner, the qualities, characteristics, traits, likes and dislikes of both blending and harmonizing in him more nearly perfectly as possibly in no one else.

He was born in the South—Natchez, Miss., on February 26, 1866—but his childhood was spent interchangeably between that part of the country and this. His father owned, as his grandfather before his father did, and as the subject of this sketch also in time came to own a summer place on Long Island, and there many months of each year were spent. A great Colonial house that was one of Long Island's show places for several generations stood amid stately trees and velvety lawns within 125 acres at City Island, and therein and thereabout the Southern lad received the Northern training and the Northern characteristics every summer of his life that made their indelible imprints on his nature.

The old Ogden homestead on Long Island long ago passed out of the Ogden

family, the city having commandeered and duly appropriated it, together with much other surrounding property for what now is the great Pelham Bay Park, and the building eventually descended from its proud old status of a distinguished Southern family's northern residence to the utilitarian and unromantic position of a roadhouse. As such it is now known as "The Colonial Inn."

Mr. Ogden's father, also named John Routh Ogden, was a Southern planter. He spent a great deal of time in Europe. His mother was Miss Josephine Marshall, of the same family that gave the United States its great Chief Justice of that name. She now makes her home in this city, her husband being dead and the homes of her four children being in this part of the country.

After his studies in private schools Mr. Ogden remained North after the summer on Long Island when he was 19 years old to begin his business career. The influence of the big New York cotton brokerage firm of Woodward & Stillman, one of the partners of which later was to be the great president of the National City Bank, enabled him to get a place in the Hanover Bank, where he remained four years. His recollection of that experience is one of exceedingly hard work. His health compelled a